

## Job description

### Title: Farm Trader

- Full time, 40 hours per week
- Location: West/East Midlands, East Anglia, East Scotland (although these are our priority areas, we are happy to consider applications from across the UK)
- Salary: commensurate with experience and industry knowledge plus generous benefits

### The Company

Viterra is a world-leading, fully integrated agriculture network that connects producers and consumers to supply sustainable, traceable and quality-controlled agricultural products. The Group sources commodities such as grains, oilseeds, pulses, rice, sugar and cotton and supply them around the world and employs 17,500 talented people, operating in 37 countries. The UK operation, based in Thame employs 60 staff and is primarily involved within the UK Grains and Feeds markets.

### Summary of the Team

The origination department create and manage the relationship with thousands of growers across mainland Great Britain who supply grains, oilseeds and pulses to the company. The origination department identify and purchase parcels of these products, enabling the company to trade and supply farm originated commodities to local and international consumers. They work closely with the Trade department on price discovery and suitable end use through farm supplied samples whilst always trying to achieve a farm margin.

### Day to day tasks

- Buy grains, oilseed and pulses from growers at levels advised by the Trade department
- Establish and maintain relationships with arable farmers in mainland Great Britain
- Ensure contracts are entered accurately and in a timely manner in our ERP system
- Gather and keep track of information for daily negotiating
- Operate within gross margin budget
- Be responsible for managing and maintaining relations of the accounts within own portfolio
- Assist in managing relationships with third party agents who may procure grain for the company
- Assist colleagues in the Origination department in the managing of relationships with growers
- Support the commodity traders where needed in sourcing required parcels of product, contract disputes and general contract management
- Represent the company at meetings, events and farm visits
- Liaise with colleagues to ensure procurement, trading and execution is performed for the company's best interests at all times

**Essential skills**

- Excellent communication and strong negotiation skills
- Superb customer service and relationship building ability
- High degree of accuracy, attention to detail and common sense
- Ability to work alone and under pressure and as part of a team
- Commercial mindset
- Good knowledge of excel
- Strong numerical and analytical skills

**Desirable skills**

- Knowledge of AIC and FOSFA contracts
- Good understanding of arable farming
- Educated to (minimum) A level, preferably to degree level

**Personal Attributes**

- Friendly
- Proactive
- Team player
- Natural problem solver and inquisitive nature
- Good sense of humour

**Location:** Flexible – can be home-based or working from one of our regional offices

**Working hours:** 8.30-5.30pm Monday to Friday

**Reporting to:** Origination Team Leader

**Company Benefits**

Salary commensurate with experience and industry knowledge

Holiday: 25 days plus bank holidays

Annual discretionary bonus scheme, 10% company pension contribution, private healthcare after qualifying period, life insurance and income protection.

**To apply for this position, send your CV and covering message to [thame.hr@viterra.com](mailto:thame.hr@viterra.com)**